A8730-852

POTASH & PHOSPHATE INSTITUTE

FERTILIZER YEAR POTASH REPORT SUMMARY

(Short Tons K2O)

FERTILIZER YEARS 1988/89 AND 1987/88

	CANADIAN PRODUCERS			UNITED STATES PRODUCERS			TOTAL CANADIAN & U.S. PRODUCERS		
	1988/89	1987/88	Change	1988/89	1987/88	Change	1988/89	1987/88	Change
Beginning Inventory	1,306,920	1,259,676	3.8%	160,093	219,620	-27.1%	1,467,013	1,479,296	- .8%
(+) Production	8,916,168	8,641,562	3.2%	1,627,907	1,519,787	7.1%	10,544,075	10,161,349	3.8%
(-) Ending Inventory	2,010,651	1,306,920	53.8%	221,730	160,093	38.5%	2,232,381	1,467,013	52.2%
(=) Total Disappearance	8,212,437	8,594,318	-4.4%	1,566,270	1,579,314	- .8%	9,778,707	10,173,632	-3.9%
(-) Exports	3,801,483	3,872,100	-1.8%	538,929	546,947	-1.5%	4,340,412	4,419,047	-1.8%
(=) Disappearance-Canada & United States	4,410,954	4,722,218	-6.6%	1,027,341	1,032,367	- .5%	5,438,295	5,754,585	-5.5%

POTASH & PHOSPHATE INSTITUTE
REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
TOTAL BY U. S. AND CANADIAN PRODUCERS
(Short Tons K2O)

FERTILIZER YEARS 1988/89 AND 1987/88

	PRODUCTION		ENDING INVENTORY, June 30				DISAPPEARANCE	
	1988/89	1987/88	1989	1988	1987	1986	1988/89	1987/88
MURIATE								
Special Standard	195,875	285,078	28,781	67,645	81,562	38,259	234,739	298,995
Standard	3,355,565	2,929,072	592,280	341,652	478,701	544,432	3,104,937	3,064,161
Chemical	106,087	82,331	15,937	10,682	11,781	7,432	100,832	83,430
Coarse	2,733,807	2,685,034	825,364	489,633	355,647	596,827	2,398,076	2,551,048
Granular	3,129,872	3,274,495	599,402	434,529	355,453	570,869	2,964,999	3,195,191
Soluble	750,818	660,350	122,368	91,067	140,245	138,330	719,517	709,528
Sulphates	272,051	244,989	48,249	31,805	55,907	88,307	255,607	271,279
TOTAL:	10,544,075	10,161,349	2,232,381	1,467,013	1,479,296	1,984,456	9,778,707	10,173,632

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS			
	1988/89	1987/88	1988/89	1987/88	1988/89	1987/88	1988/89	1987/88	1988/89	1987/88
MURIATE										
Special Std	63	89	220,016	245,102	-	-	-	-	220,079	245,191
Standard	328,598	336,504	2,630,503	2,568,108	268,014	271,106	4,872	10,504	3,231,987	3,186,222
Chemical	-	-	-	-	77,904	57,061	4,405	4,392	82,309	61,453
Coarse	2,218,026	2,447,958	322,989	283,064	-	-	-	-	2,541,015	2,731,022
Granular	1,900,358	1,965,100	814,434	971,782	-	-	-	-	2,714,792	2,936,882
Soluble	368,578	385,191	123,537	119,420	121,276	115,328	124,921	106,216	738,312	726,155
Sulphates	169,699	149,729	94,691	110,303	6,973	7,819	44	156	271,407	268,007
TOTAL:	4,985,322	5,284,571	4,206,170	4,297,779	474,167	451,314	134,242	121,268	9,799,901	10,154,932

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

FERTILIZER YEAR 1988/89

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	1,413	0	0	0	0	1,413
Australia	11,059	29,024	137,875	0	4,977	182,935
Bangladesh	83,379	0	0	0	0	83,379
Belize	0	0	1,670	0	0	1,670
Brazil	165,990	181,509	392,372	0	849	740,720
Chile	110,650	1,646	1,392	0	15,389	129,077
China	687,130	0	7,034	0	29,023	723,187
Columbia	38,798	26,649	8,861	0	1,193	75,501
Costa Rica	20,835	0	4,000	0	6,650	31,485
Denmark	50,629	0	0	0	0	50,629
Dom. Republic	0	336	26,756	13	1,644	28,749
Ecuador	7,044	3,730	2,059	0	0	12,833
Finland	10,859	0	0	0	0	10,859
France	59,643	0	0	0	0	59,643
French Guiana	1,158	0	181	0	97	1,436
Ghana	2,291	0	0	0	0	2,291
Guatemala	11,177	0	4,999	0	0	16,176
Holland	5,377	0	63,605	0	0	68,982
Honduras	5,474	0	120	0	22	5,616
India	197,616	0	0	12,342	0	209,958
Indonesia	142,670	0	0	0	0	142,670
Ireland	0	0	2,719	0	0	2,719
Italy	808	0	0	0	0	808
Jamaica	0	4,024	4,562	0	0	8,586
Japan	156,605	65,822	64,203	111,129	19,296	417,055
Korea	259,452	0	0	0	0	259,452
Malaysia	262,155	0	0	0	3,716	265,871
Martinique	463	0	4,166	0	284	4,913
Mexico	40,440	0	13,939	53	3,508	57,940
New Zealand	57,551	6,029	15,920	0	4	79,504
Nigeria	20,072	0	0	0	0	20,072
Norway	21,179	0	0	0	0	21,179
Pakistan	13	0	0	0	0	13
Panama	0	0	2,412	0	182	2,594
Peru	11,655	0	0	0	2,275	13,930
Philippines	20,879	0	0	0	0	20,879
Puerto Rico	0	4,220	3,636	0	406	8,262
Saudi Arabia	0	0	0	0	4,850	4,850
South Africa	7,822	0	7,179	0	0	15,001
Spain	0	0	10,205	0	0	10,205
Sri Lanka	53,648	0	0	0	266	53,914
Switzerland	179,288	0	10,665	0	0	189,953
Taiwan	102,051	0	0	0	60	102,111
Thailand	8,957	0	0	0	0	8,957
Venezuela	34,289	0	23,904	0	0	58,193
TOTAL AG:	2,850,519	322,989	814,434	123,537	94,691	4,206,170
NON-AGRICULTURAL						
Argentina	125	-	-	0	0	125
Italy	0	-	-	41,088	0	41,088
Japan	1,578	-	-	43,743	0	45,321
Korea	927	-	-	27,482	0	28,409
Mexico	5,201	-	-	164	44	5,409
New Zealand	36	-	-	720	0	756
Pakistan	76	-	-	0	0	76
Puerto Rico	10	-	-	0	0	10
Sweden	383	-	-	0	0	383
Taiwan	353	-	-	11,724	0	12,077
United Kingdom	588	-	-	0	0	588
TOTAL NON-AG:	9,277	-	-	124,921	44	134,242
TOTAL EXPORTS	**2,859,796**	**322,989**	**814,434**	**248,458**	**94,735**	**4,340,412**

POTASH & PHOSPHATE INSTITUTE

DOMESTIC POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

FERTILIZER YEAR 1988/89

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	10,430	24,904	22,034	5,730	4,772	67,870
AK Alaska	29	305	973	0	2	1,309
AZ Arizona	510	251	998	199	649	2,607
AR Arkansas	770	248	52,590	8,695	194	62,497
CA California	32,611	15,235	16,316	1,161	11,533	76,856
CO Colorado	2,725	23	5,979	514	678	9,919
CT Connecticut	0	5,810	563	29	327	6,729
DE Delaware	993	61	12,278	747	438	14,517
FL Florida	51,215	24,065	21,482	7,487	41,298	145,547
GA Georgia	15,046	21,056	53,988	17,292	16,191	123,573
HI Hawaii	129	7,864	0	0	815	8,808
ID Idaho	1,939	11,747	10,850	56	48	24,640
IL Illinois	14,878	421,931	48,490	50,381	1,881	537,561
IN Indiana	12,897	220,063	41,747	35,916	2,323	312,946
IA Iowa	1,828	278,662	113,958	67,402	523	462,373
KS Kansas	3,778	7,646	29,694	6,727	1,303	49,148
KY Kentucky	27	98,764	14,826	107	7,727	121,451
LA Louisiana	19,160	46,049	90,897	7,216	142	163,464
ME Maine	0	1,815	3,615	140	400	5,970
MD Maryland	2,688	7	22,966	7,920	225	33,806
MA Massachusetts	0	617	1,354	438	299	2,708
MI Michigan	(45)	144,756	59,412	2,155	2,070	208,348
MN Minnesota	611	113,557	201,472	12,894	3,758	332,292
MS Mississippi	6,958	7,334	11,846	8,355	610	35,103
MO Missouri	13,164	24,846	194,435	33,149	1,318	266,912
MT Montana	14	904	9,986	514	0	11,418
NE Nebraska	2,429	5,128	12,825	8,930	5,321	34,633
NV Nevada	0	78	0	0	0	78
NH New Hampshire	0	0	610	0	11	621
NJ New Jersey	0	1,159	3,524	1,128	337	6,148
NM New Mexico	13,347	48	5,060	31	1,904	20,390
NY New York	1,979	6,305	40,377	3,415	1,544	53,620
NC North Carolina	13,047	20,013	35,529	11,354	7,626	87,569
ND North Dakota	0	7,069	17,100	308	0	24,477
OH Ohio	33,586	239,260	95,323	11,125	7,453	386,747
OK Oklahoma	2,878	2,043	20,012	663	451	26,047
OR Oregon	1,628	6,859	17,478	1,252	741	27,958
PA Pennsylvania	5,523	1,666	43,890	4,970	2,733	58,782
RI Rhode Island	0	969	1,251	250	162	2,632
SC South Carolina	5,049	24,031	33,557	2,878	6,020	71,535
SD South Dakota	32	7,334	7,225	1,835	0	16,426
TN Tennessee	3,421	49,009	39,647	4,102	769	96,948
TX Texas	13,900	20,985	84,310	12,188	11,927	143,310
UT Utah	6,274	116	2,466	409	4	9,269
VT Vermont	0	(13)	2,378	125	244	2,734
VA Virginia	6,378	1,534	60,144	8,096	3,709	79,861
WA Washington	5,304	10,113	24,593	3,035	1,186	44,231
WV West Virginia	1,466	3,150	5,160	577	280	10,633
WI Wisconsin	16,235	198,283	76,349	9,264	2,800	302,931
WY Wyoming	121	129	1,605	0	116	1,971
TOTAL U.S.:	324,952	2,083,788	1,673,162	361,159	154,862	4,597,923
CANADA						
AB Alberta	186	101	33,905	1,656	0	35,848
BC Brit. Columbia	2,882	107	5,745	32	403	9,169
MB Manitoba	11	3,837	18,593	2,328	0	24,769
NB New Brunswick	0	7,629	5,246	445	491	13,811
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	5,800	295	116	6,211
ON Ontario	406	105,403	57,163	2,309	7,097	172,378
PE Pr.Edward Isle	0	60	11,521	0	306	11,887
PQ Quebec	215	16,867	76,756	139	6,424	100,401
SK Saskatchewan	9	234	12,467	215	0	12,925
TOTAL CAN:	3,709	134,238	227,196	7,419	14,837	387,399
EXPORT SALES:	2,850,519	322,989	814,434	123,537	94,691	4,206,170
TOTAL AG SALES	3,179,180	2,541,015	2,714,792	492,115	264,390	9,191,492

Non-agricultural domestic sales shown on reverse.

POTASH & PHOSPHATE INSTITUTE

DOMESTIC POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

FERTILIZER YEAR 1988/89

NON-AGRICULTURAL		STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL	Alabama	110,950	-	-	16,799	0	127,749
AK	Alaska	0	-	-	0	0	0
AZ	Arizona	2,322	-	-	0	60	2,382
AR	Arkansas	14	-	-	14	105	133
CA	California	6,670	-	-	0	640	7,310
CO	Colorado	1,475	-	-	43	35	1,553
CT	Connecticut	130	-	-	0	0	130
DE	Delaware	28,016	-	-	21,842	275	50,133
FL	Florida	291	-	-	13	406	710
GA	Georgia	1,746	-	-	0	640	2,386
HI	Hawaii	0	-	-	0	0	0
ID	Idaho	36	-	-	0	0	36
IL	Illinois	1,211	-	-	746	17	1,974
IN	Indiana	65	-	-	682	328	1,075
IA	Iowa	1,190	-	-	133	138	1,461
KS	Kansas	1,549	-	-	139	117	1,805
KY	Kentucky	0	-	-	582	0	582
LA	Louisiana	1,600	-	-	1,630	72	3,302
ME	Maine	789	-	-	0	0	789
MD	Maryland	0	-	-	0	147	147
MA	Massachusetts	321	-	-	478	68	867
MI	Michigan	1,394	-	-	5,140	86	6,620
MN	Minnesota	4,099	-	-	70	3	4,172
MS	Mississippi	47,351	-	-	86	0	47,437
MO	Missouri	2,550	-	-	162	448	3,160
MT	Montana	195	-	-	23	50	268
NE	Nebraska	947	-	-	42	7	996
NV	Nevada	6	-	-	0	109	115
NH	New Hampshire	27	-	-	0	0	27
NJ	New Jersey	1,291	-	-	92	562	1,945
NM	New Mexico	20,682	-	-	602	476	21,760
NY	New York	23,950	-	-	26	238	24,214
NC	North Carolina	524	-	-	52	111	687
ND	North Dakota	0	-	-	16	0	16
OH	Ohio	1,319	-	-	60,687	19	62,025
OK	Oklahoma	3,128	-	-	326	376	3,830
OR	Oregon	2,494	-	-	6	12	2,512
PA	Pennsylvania	3,067	-	-	431	115	3,613
RI	Rhode Island	13	-	-	36	0	49
SC	South Carolina	14	-	-	64	0	78
SD	South Dakota	33	-	-	0	0	33
TN	Tennessee	1,754	-	-	329	0	2,083
TX	Texas	23,915	-	-	6,325	1,008	31,248
UT	Utah	8,130	-	-	0	12	8,142
VT	Vermont	0	-	-	0	0	0
VA	Virginia	118	-	-	88	2	208
WA	Washington	1,748	-	-	17	6	1,771
WV	West Virginia	16	-	-	727	0	743
WI	Wisconsin	18,966	-	-	275	16	19,257
WY	Wyoming	446	-	-	0	0	446
	TOTAL U.S.:	326,552	-	-	118,723	6,704	451,979
CANADA							
AB	Alberta	3,314	-	-	540	0	3,854
BC	Brit. Columbia	17	-	-	8	0	25
MB	Manitoba	33	-	-	15	0	48
NB	New Brunswick	1,099	-	-	29	0	1,128
NF	Newfoundland	0	-	-	0	0	0
NS	Nova Scotia	0	-	-	0	0	0
ON	Ontario	9,832	-	-	379	269	10,480
PE	Pr.Edward Isle	0	-	-	0	0	0
PQ	Quebec	658	-	-	0	0	658
SK	Saskatchewan	4,413	-	-	1,582	0	5,995
	TOTAL CAN:	19,366	-	-	2,553	269	22,188
EXPORT SALES:		9,277	-	-	124,921	44	134,242
TOTAL NON-AG		355,195	-	-	246,197	7,017	608,409
GRAND TOTAL		3,534,375	2,541,015	2,714,792	738,312	271,407	9,799,901

POTASH & PHOSPHATE INSTITUTE
REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY CANADIAN PRODUCERS
(Short Tons K2O)

FERTILIZER YEARS 1988/89 AND 1987/88

	PRODUCTION		ENDING INVENTORY, June 30				DISAPPEARANCE	
	1988/89	1987/88	1989	1988	1987	1986	1988/89	1987/88
MURIATE								
Special Standard	195,875	285,078	28,781	67,645	81,562	28,259	234,739	238,995
Standard	2,884,199	2,502,025	514,949	280,171	104,781	33,667	2,618,321	2,328,615
Chemical	95,702	72,284	14,431	9,902	11,014	4,181	91,173	73,396
Coarse	2,561,553	2,528,584	809,052	483,548	333,993	583,241	2,236,049	2,440,029
Granular	2,476,456	2,647,218	525,471	376,569	275,910	515,028	2,325,554	2,548,559
Soluble	702,383	606,373	117,967	89,085	139,436	131,806	673,501	656,724
TOTAL:	8,916,168	8,641,562	2,010,651	1,306,920	1,346,696	1,296,236	8,179,337	8,286,318

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS			
	1988/89	1987/88	1988/89	1987/88	1988/89	1987/88	1988/89	1987/88	1988/89	1987/88
MURIATE										
Special Std	63	89	220,016	245,102	-				220,079	245,191
Standard	176,327	195,868	2,446,793	2,433,866	144,738	137,537	-	-	2,767,858	2,767,270
Chemical	-	-	-	-	69,476	36,119	3,313	3,169	72,789	49,307
Coarse	2,108,630	2,310,071	273,717	261,655	-	-	-	-	2,382,347	2,571,726
Granular	1,451,214	1,565,066	609,452	706,625	-	-	-	-	2,060,666	2,271,691
Soluble	329,032	347,028	123,471	115,556	112,126	104,437	124,757	106,106	689,386	673,127
TOTAL:	4,065,266	4,418,122	3,673,407	3,762,804	326,540	288,093	128,070	109,275	8,193,283	8,578,312

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

FERTILIZER YEAR 1988/89

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Argentina	1,413	0	0	0	1,413
Australia	11,059	29,024	137,875	0	177,958
Bangladesh	83,379	0	0	0	83,379
Brazil	97,256	156,913	264,584	0	518,753
Chile	109,328	0	1,392	0	110,720
China	676,040	0	7,034	0	683,074
Columbia	3,771	11,905	6,877	0	22,553
Costa Rica	12,109	0	0	0	12,109
Denmark	50,629	0	0	0	50,629
Finland	10,859	0	0	0	10,859
France	59,643	0	0	0	59,643
Ghana	2,291	0	0	0	2,291
Guatemala	4,894	0	4,999	0	9,893
Holland	5,377	0	63,605	0	68,982
India	197,616	0	0	12,342	209,958
Indonesia	142,670	0	0	0	142,670
Ireland	0	0	2,719	0	2,719
Italy	808	0	0	0	808
Jamaica	0	4,024	4,562	0	8,586
Japan	144,141	65,822	55,508	111,129	376,600
Korea	259,452	0	0	0	259,452
Malaysia	262,155	0	0	0	262,155
Mexico	25,444	0	13,939	0	39,383
New Zealand	57,551	6,029	13,998	0	77,578
Nigeria	20,072	0	0	0	20,072
Norway	21,179	0	0	0	21,179
Pakistan	13	0	0	0	13
Peru	7,220	0	0	0	7,220
Philippines	20,879	0	0	0	20,879
Puerto Rico	0	0	3,636	0	3,636
South Africa	7,822	0	7,179	0	15,001
Spain	0	0	3,982	0	3,982
Sri Lanka	53,648	0	0	0	53,648
Switzerland	179,288	0	10,665	0	189,953
Taiwan	102,051	0	0	0	102,051
Thailand	8,957	0	0	0	8,957
Venezuela	27,753	0	6,898	0	34,651
TOTAL AG:	2,666,767	273,717	609,452	123,471	3,673,407
NON-AGRICULTURAL					
Italy	0	-	-	41,088	41,088
Japan	1,553	-	-	43,743	45,296
Korea	713	-	-	27,482	28,195
New Zealand	36	-	-	720	756
Pakistan	76	-	-	0	76
Taiwan	353	-	-	11,724	12,077
United Kingdom	588	-	-	0	588
TOTAL NON-AG:	3,319	-	-	124,757	128,076
TOTAL EXPORTS	2,670,086	273,717	609,452	248,228	3,801,483

POTASH & PHOSPHATE INSTITUTE

DOMESTIC POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

FERTILIZER YEAR 1988/89

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	6,057	22,716	16,578	5,688	51,039
AK Alaska	0	305	120	0	425
AZ Arizona	0	0	30	0	30
AR Arkansas	0	0	3,919	1,962	5,881
CA California	0	0	1,421	1,161	2,582
CO Colorado	0	0	0	16	16
CT Connecticut	0	5,810	503	29	6,342
DE Delaware	993	61	12,262	747	14,063
FL Florida	37,640	23,973	14,197	7,426	83,236
GA Georgia	12,529	21,056	52,579	17,159	103,323
HI Hawaii	0	7,618	0	0	7,618
ID Idaho	0	2,453	4,490	56	6,999
IL Illinois	5,720	412,474	32,237	50,381	500,812
IN Indiana	7,530	216,473	35,313	34,950	294,266
IA Iowa	92	266,339	89,989	67,179	423,599
KS Kansas	0	62	924	2,004	2,990
KY Kentucky	0	97,816	10,295	107	108,218
LA Louisiana	16,132	43,224	67,770	1,185	128,311
ME Maine	0	1,781	3,615	61	5,457
MD Maryland	2,688	7	22,966	7,600	33,261
MA Massachusetts	0	617	1,354	438	2,409
MI Michigan	(45)	144,756	59,412	2,155	206,278
MN Minnesota	554	113,158	198,997	12,697	325,406
MS Mississippi	0	7,274	4,904	8,281	20,459
MO Missouri	0	9,449	84,643	27,628	121,720
MT Montana	0	882	9,854	514	11,250
NE Nebraska	0	4,998	3,185	8,083	16,266
NV Nevada	0	61	0	0	61
NH New Hampshire	0	0	610	0	610
NJ New Jersey	0	1,159	3,524	1,128	5,811
NM New Mexico	0	0	0	0	0
NY New York	1,979	6,305	40,377	3,415	52,076
NC North Carolina	11,803	20,013	35,138	11,340	78,294
ND North Dakota	0	7,040	17,100	308	24,448
OH Ohio	31,882	235,044	94,410	11,125	372,461
OK Oklahoma	0	49	991	88	1,128
OR Oregon	89	5,527	11,393	1,252	18,261
PA Pennsylvania	5,344	1,666	41,039	4,970	53,019
RI Rhode Island	0	969	1,251	250	2,470
SC South Carolina	5,049	24,031	33,330	2,878	65,288
SD South Dakota	0	7,334	7,210	1,835	16,379
TN Tennessee	0	48,948	38,024	4,043	91,015
TX Texas	0	28	321	377	726
UT Utah	0	15	0	0	15
VT Vermont	0	(13)	2,378	125	2,490
VA Virginia	5,311	1,534	59,959	8,096	74,900
WA Washington	3,633	9,905	23,340	3,035	39,913
WV West Virginia	1,466	3,150	5,160	577	10,353
WI Wisconsin	16,235	198,283	76,271	9,264	300,053
WY Wyoming	0	42	683	0	725
TOTAL U.S.:	172,681	1,974,392	1,224,066	321,613	3,692,752
CANADA					
AB Alberta	186	101	33,905	1,656	35,848
BC Brit. Columbia	2,882	107	5,745	32	8,766
MB Manitoba	11	3,837	18,593	2,328	24,769
NB New Brunswick	0	7,629	5,246	445	13,320
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	5,800	295	6,095
ON Ontario	406	105,403	57,115	2,309	165,233
PE Pr.Edward Isle	0	60	11,521	0	11,581
PQ Quebec	215	16,867	76,756	139	93,977
SK Saskatchewan	9	234	12,467	215	12,925
TOTAL CAN:	3,709	134,238	227,148	7,419	372,514
EXPORT SALES:	2,666,767	273,717	609,452	123,471	3,673,407
TOTAL AG SALES	**2,843,157**	**2,382,347**	**2,060,666**	**452,503**	**7,738,673**

Non-agricultural domestic sales shown on reverse.

POTASH & PHOSPHATE INSTITUTE

DOMESTIC POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

FERTILIZER YEAR 1988/89

NON-AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	110,923	-	-	16,799	127,722
AK Alaska	0	-	-	0	0
AZ Arizona	13	-	-	0	13
AR Arkansas	0	-	-	0	0
CA California	52	-	-	0	52
CO Colorado	15	-	-	13	28
CT Connecticut	26	-	-	0	26
DE Delaware	24,346	-	-	21,842	46,188
FL Florida	94	-	-	13	107
GA Georgia	21	-	-	0	21
HI Hawaii	0	-	-	0	0
ID Idaho	0	-	-	0	0
IL Illinois	926	-	-	741	1,667
IN Indiana	40	-	-	682	722
IA Iowa	522	-	-	133	655
KS Kansas	0	-	-	0	0
KY Kentucky	0	-	-	446	446
LA Louisiana	0	-	-	0	0
ME Maine	616	-	-	0	616
MD Maryland	0	-	-	0	0
MA Massachusetts	0	-	-	307	307
MI Michigan	1,387	-	-	5,140	6,527
MN Minnesota	4,086	-	-	70	4,156
MS Mississippi	0	-	-	0	0
MO Missouri	2,283	-	-	59	2,342
MT Montana	195	-	-	23	218
NE Nebraska	0	-	-	29	29
NV Nevada	0	-	-	0	0
NH New Hampshire	27	-	-	0	27
NJ New Jersey	950	-	-	92	1,042
NM New Mexico	0	-	-	0	0
NY New York	23,908	-	-	26	23,934
NC North Carolina	0	-	-	52	52
ND North Dakota	0	-	-	16	16
OH Ohio	1,175	-	-	60,687	61,862
OK Oklahoma	0	-	-	0	0
OR Oregon	2,400	-	-	6	2,406
PA Pennsylvania	1,641	-	-	389	2,030
RI Rhode Island	0	-	-	22	22
SC South Carolina	0	-	-	0	0
SD South Dakota	0	-	-	0	0
TN Tennessee	16	-	-	320	336
TX Texas	390	-	-	559	949
UT Utah	0	-	-	0	0
VT Vermont	0	-	-	0	0
VA Virginia	118	-	-	88	206
WA Washington	0	-	-	17	17
WV West Virginia	16	-	-	727	743
WI Wisconsin	18,743	-	-	275	19,018
WY Wyoming	119	-	-	0	119
TOTAL U.S.:	195,048	-	-	109,573	304,621
CANADA					
AB Alberta	3,314	-	-	540	3,854
BC Brit. Columbia	17	-	-	8	25
MB Manitoba	33	-	-	15	48
NB New Brunswick	1,099	-	-	29	1,128
NF Newfoundland	0	-	-	0	0
NS Nova Scotia	0	-	-	0	0
ON Ontario	9,832	-	-	379	10,211
PE Pr.Edward Isle	0	-	-	0	0
PQ Quebec	658	-	-	0	658
SK Saskatchewan	4,413	-	-	1,582	5,995
TOTAL CAN:	19,366	-	-	2,553	21,919
EXPORT SALES:	3,319	-	-	124,757	128,076
TOTAL NON-AG	217,733	-	-	236,883	454,616
GRAND TOTAL	**3,060,890**	**2,382,347**	**2,060,666**	**689,386**	**8,193,289**

POTASH & PHOSPHATE INSTITUTE
REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY U. S. PRODUCERS
(Short Tons K2O)

FERTILIZER YEARS 1988/89 AND 1987/88

	PRODUCTION		ENDING INVENTORY, June 30				DISAPPEARANCE	
	1988/89	1987/88	1989	1988	1987	1986	1988/89	1987/88
MURIATE								
Standard	471,366	427,047	77,331	61,481	71,940	126,763	155,516	435,546
Chemical	10,385	10,047	1,506	780	767	3,251	9,659	10,034
Coarse	172,254	156,450	16,312	6,085	10,654	13,586	162,027	161,019
Granular	653,416	627,277	73,931	57,960	79,543	55,791	637,445	648,632
Soluble	48,435	53,977	4,401	1,982	809	6,524	46,016	52,804
Sulphates	272,051	244,989	48,249	31,805	55,907	88,307	255,607	271,279
TOTAL:	1,627,907	1,519,787	221,730	160,093	219,620	294,222	1,566,270	1,579,314

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS			
	1988/89	1987/88	1988/89	1987/88	1988/89	1987/88	1988/89	1987/88	1988/89	1987/88
MURIATE										
Standard	152,271	140,636	183,752	134,242	123,276	133,571	4,872	10,503	464,171	418,952
Chemical	-	-	-	-	8,228	10,943	1,086	1,203	9,314	12,146
Coarse	109,396	137,887	49,272	21,409	-	-	-	-	158,668	159,296
Granular	449,144	400,034	204,982	265,157	-	-	-	-	654,126	665,191
Soluble	39,546	38,163	66	3,864	9,150	10,891	164	110	48,926	53,028
Sulphates	169,699	149,729	94,691	110,303	6,973	7,819	44	156	271,407	268,007
TOTAL:	920,056	866,449	532,763	534,975	147,627	163,224	6,166	11,972	1,606,612	1,576,620

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

FERTILIZER YEAR 1988/89

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	0	0	4,977	4,977
Belize	0	0	1,670	0	0	1,670
Brazil	68,734	24,596	127,788	0	849	221,967
[illegible]e	1,322	1,646	0	0	15,389	18,357
[illegible]	11,090	0	0	0	29,023	40,113
Columbia	35,027	14,744	1,984	0	1,193	52,948
Costa Rica	8,726	0	4,000	0	6,650	19,376
Dom. Republic	0	336	26,756	13	1,644	28,749
Ecuador	7,044	3,730	2,059	0	0	12,833
French Guiana	1,158	0	181	0	97	1,436
Guatemala	6,283	0	0	0	0	6,283
Honduras	5,474	0	120	0	22	5,616
Japan	12,464	0	8,695	0	19,296	40,455
Malaysia	0	0	0	0	3,716	3,716
Martinique	463	0	4,166	0	284	4,913
Mexico	14,996	0	0	53	3,508	18,557
New Zealand	0	0	1,922	0	4	1,926
Panama	0	0	2,412	0	182	2,594
Peru	4,435	0	0	0	2,275	6,710
Puerto Rico	0	4,220	0	0	406	4,626
Saudi Arabia	0	0	0	0	4,850	4,850
Spain	0	0	6,223	0	0	6,223
Sri Lanka	0	0	0	0	266	266
Taiwan	0	0	0	0	60	60
Venezuela	6,536	0	17,006	0	0	23,542
TOTAL AG:	183,752	49,272	204,982	66	94,691	532,763
NON-AGRICULTURAL						
Argentina	125	-	-	0	0	125
Japan	25	-	-	0	0	25
Korea	214	-	-	0	0	214
Mexico	5,201	-	-	164	44	5,409
Puerto Rico	10	-	-	0	0	10
Sweden	383	-	-	0	0	383
TOTAL NON-AG:	5,958	-	-	164	44	6,166
TOTAL EXPORTS	189,710	49,272	204,982	230	94,735	538,929

POTASH & PHOSPHATE INSTITUTE

DOMESTIC POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

FERTILIZER YEAR 1988/89

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	4,373	2,188	5,456	42	4,772	16,831
AK Alaska	29	0	853	0	2	884
AZ Arizona	510	251	968	199	649	2,577
AR Arkansas	770	248	48,671	6,733	194	56,616
CA California	32,611	15,235	14,895	0	11,533	74,274
CO Colorado	2,725	23	5,979	498	678	9,903
CT Connecticut	0	0	60	0	327	387
DE Delaware	0	0	16	0	438	454
FL Florida	13,575	92	7,285	61	41,298	62,311
GA Georgia	2,517	0	1,409	133	16,191	20,250
HI Hawaii	129	246	0	0	815	1,190
ID Idaho	1,939	9,294	6,360	0	48	17,641
IL Illinois	9,158	9,457	16,253	0	1,881	36,749
IN Indiana	5,367	3,590	6,434	966	2,323	18,680
IA Iowa	1,736	12,323	23,969	223	523	38,774
KS Kansas	3,778	7,584	28,770	4,723	1,303	46,158
KY Kentucky	27	948	4,531	0	7,727	13,233
LA Louisiana	3,028	2,825	23,127	6,031	142	35,153
ME Maine	0	34	0	79	400	513
MD Maryland	0	0	0	320	225	545
MA Massachusetts	0	0	0	0	299	299
MI Michigan	0	0	0	0	2,070	2,070
MN Minnesota	57	399	2,475	197	3,758	6,886
MS Mississippi	6,958	60	6,942	74	610	14,644
MO Missouri	13,164	15,397	109,792	5,521	1,318	145,192
MT Montana	14	22	132	0	0	168
NE Nebraska	2,429	130	9,640	847	5,321	18,367
NV Nevada	0	17	0	0	0	17
NH New Hampshire	0	0	0	0	11	11
NJ New Jersey	0	0	0	0	337	337
NM New Mexico	13,347	48	5,060	31	1,904	20,390
NY New York	0	0	0	0	1,544	1,544
NC North Carolina	1,244	0	391	14	7,626	9,275
ND North Dakota	0	29	0	0	0	29
OH Ohio	1,704	4,216	913	0	7,453	14,286
OK Oklahoma	2,878	1,994	19,021	575	451	24,919
OR Oregon	1,539	1,332	6,085	0	741	9,697
PA Pennsylvania	179	0	2,851	0	2,733	5,763
RI Rhode Island	0	0	0	0	162	162
SC South Carolina	0	0	227	0	6,020	6,247
SD South Dakota	32	0	15	0	0	47
TN Tennessee	3,421	61	1,623	59	769	5,933
TX Texas	13,900	20,957	83,989	11,811	11,927	142,584
UT Utah	6,274	101	2,466	409	4	9,254
VT Vermont	0	0	0	0	244	244
VA Virginia	1,067	0	185	0	3,709	4,961
WA Washington	1,671	208	1,253	0	1,186	4,318
WV West Virginia	0	0	0	0	280	280
WI Wisconsin	0	0	78	0	2,800	2,878
WY Wyoming	121	87	922	0	116	1,246
TOTAL U.S.:	152,271	109,396	449,096	39,546	154,862	905,171
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	403	403
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	491	491
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	116	116
ON Ontario	0	0	48	0	7,097	7,145
PE Pr.Edward Isle	0	0	0	0	306	306
PQ Quebec	0	0	0	0	6,424	6,424
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	48	0	14,837	14,885
EXPORT SALES:	183,752	49,272	204,982	66	94,691	532,763
TOTAL AG SALES	336,023	158,668	654,126	39,612	264,390	1,452,819

Non-agricultural domestic sales shown on reverse.

POTASH & PHOSPHATE INSTITUTE

DOMESTIC POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

FERTILIZER YEAR 1988/89

NON-AGRICULTURAL		STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL	Alabama	27	-	-	0	0	27
AK	Alaska	0	-	-	0	0	0
AZ	Arizona	2,309	-	-	0	60	2,369
AR	Arkansas	14	-	-	14	105	133
CA	California	6,618	-	-	0	640	7,258
CO	Colorado	1,460	-	-	30	35	1,525
CT	Connecticut	104	-	-	0	0	104
DE	Delaware	3,670	-	-	0	275	3,945
FL	Florida	197	-	-	0	406	603
GA	Georgia	1,725	-	-	0	640	2,365
HI	Hawaii	0	-	-	0	0	0
ID	Idaho	36	-	-	0	0	36
IL	Illinois	285	-	-	5	17	307
IN	Indiana	25	-	-	0	328	353
IA	Iowa	668	-	-	0	138	806
KS	Kansas	1,549	-	-	139	117	1,805
KY	Kentucky	0	-	-	136	0	136
LA	Louisiana	1,600	-	-	1,630	72	3,302
ME	Maine	173	-	-	0	0	173
MD	Maryland	0	-	-	0	147	147
MA	Massachusetts	321	-	-	171	68	560
MI	Michigan	7	-	-	0	86	93
MN	Minnesota	13	-	-	0	3	16
MS	Mississippi	47,351	-	-	86	0	47,437
MO	Missouri	267	-	-	103	448	818
MT	Montana	0	-	-	0	50	50
NE	Nebraska	947	-	-	13	7	967
NV	Nevada	6	-	-	0	109	115
NH	New Hampshire	0	-	-	0	0	0
NJ	New Jersey	341	-	-	0	562	903
NM	New Mexico	20,682	-	-	602	476	21,760
NY	New York	42	-	-	0	238	280
NC	North Carolina	524	-	-	0	111	635
ND	North Dakota	0	-	-	0	0	0
OH	Ohio	144	-	-	0	19	163
OK	Oklahoma	3,128	-	-	326	376	3,830
OR	Oregon	94	-	-	0	12	106
PA	Pennsylvania	1,426	-	-	42	115	1,583
RI	Rhode Island	13	-	-	14	0	27
SC	South Carolina	14	-	-	64	0	78
SD	South Dakota	33	-	-	0	0	33
TN	Tennessee	1,738	-	-	9	0	1,747
TX	Texas	23,525	-	-	5,766	1,008	30,299
UT	Utah	8,130	-	-	0	12	8,142
VT	Vermont	0	-	-	0	0	0
VA	Virginia	0	-	-	0	2	2
WA	Washington	1,748	-	-	0	6	1,754
WV	West Virginia	0	-	-	0	0	0
WI	Wisconsin	223	-	-	0	16	239
WY	Wyoming	327	-	-	0	0	327
	TOTAL U.S.:	131,504	-	-	9,150	6,704	147,358
CANADA							
AB	Alberta	0	-	-	0	0	0
BC	Brit. Columbia	0	-	-	0	0	0
MB	Manitoba	0	-	-	0	0	0
NB	New Brunswick	0	-	-	0	0	0
NF	Newfoundland	0	-	-	0	0	0
NS	Nova Scotia	0	-	-	0	0	0
ON	Ontario	0	-	-	0	269	269
PE	Pr.Edward Isle	0	-	-	0	0	0
PQ	Quebec	0	-	-	0	0	0
SK	Saskatchewan	0	-	-	0	0	0
	TOTAL CAN:	0	-	-	0	269	269
EXPORT SALES:		5,958	-	-	164	44	6,166
TOTAL NON-AG		137,462	-	-	9,314	7,017	153,793
GRAND TOTAL		473,485	158,668	654,126	48,926	271,407	1,606,612